

UNIVERSITY COLLEGE LONDON

University of London

EXAMINATION FOR INTERNAL STUDENTS

For The Following Qualifications:–

B.Eng. *B.Sc.* *M.Eng.*

Biochemical Eng E127: Evaluation and Planning of Business Opportunities in Bioprocessing and Life Sciences

COURSE CODE : **BENGE127**

UNIT VALUE : **0.50**

DATE : **14-MAY-04**

TIME : **10.00**

TIME ALLOWED : **3 Hours**

Answer FOUR QUESTIONS. Only the first four answers given will be marked.
ALL questions carry a total of 25 MARKS each, distributed as shown []

1.

A life scientist in a top university in the UK is working on research which she thinks she will be able to patent. If you were to give her some basic advice, what questions would you be asking her in order to establish the likelihood of the patentability of her work? [15]

Under the circumstances where the work is patentable, what advice would you give her to ensure that the filing of the patent will not be made void? [10]

2.

As part of an interview for a job in the field of life sciences and bioprocessing for a firm of venture capitalists, you have been asked to provide a report of how you would carry out a preliminary technical and commercial evaluation of a project. Describe what your report will contain. [25]

3.

What is a business plan and what are its major components? [15]

What are the specific elements to consider in writing a business plan in the life sciences industry? [10]

4.

What are the *quantitative tools* available to assess a project? [15]

What are the specific characteristics of financing a bio-business opportunity? [10]

5.

What are the different stages in the life of a company in the life sciences industry and what are the likely sources of financing for each stage? [15]

What are the “financial exit routes” available? [10]

6.

What are the major factors influencing the healthcare market? Give reasons and illustrate your answer with examples. [25]

END OF PAPER